



**IBM**

**00M-638**

*IBM Lotus Notes & Domino Sales Mastery Test v2*

D. 946%

**Answer:** C

**Reference:**

[http://webcache.googleusercontent.com/search?q=cache:rdk9xjAm1VAJ:ecs.arrow.com/suppliers/ibm/collaboration/content/Enablement%2520-%2520Messaging%2520and%2520Collaboration%2520-%2520Notes%2520Domino%2520-%2520Economics%2520and%2520TCO.pptx+&cd=1&hl=en&ct=clnk\(slide search for 147%\)](http://webcache.googleusercontent.com/search?q=cache:rdk9xjAm1VAJ:ecs.arrow.com/suppliers/ibm/collaboration/content/Enablement%2520-%2520Messaging%2520and%2520Collaboration%2520-%2520Notes%2520Domino%2520-%2520Economics%2520and%2520TCO.pptx+&cd=1&hl=en&ct=clnk(slide+search+for+147%2520)) 21,

**QUESTION:** 43

Pervasive integration of instant messaging and presence in chat has been made available everywhere in the Notes client to allow users to:

- A. Initiate a chat with another user from an email, without leaving the Notes inbox
- B. Get a receipt delivered when a user opens their email
- C. Determine whether a user is using Microsoft Outlook
- D. Color-code email according to the user's Sametime status

**Answer:** A

**QUESTION:** 44

What statement best describes Project Vulcan?

- A. The convergence of messaging capabilities into a flexible, comprehensive web-based offering, an Exceptional WebExperience.
- B. The next release of Lotus Notes, the award-winning email and collaboration experience from IBM.
- C. IBM's multi-year strategy to be the standard for customer-facing Web experiences by bringing together social and web technologies.
- D. The aggregation of different types of social information and social status into a single user experience, an Exceptional WorkExperience.

**Answer:** D

**Reference:**

[http://www.ibm.com/ru/events/lotusforum2010/prz/p/2\\_lf2010.pdf\(slide 28\)](http://www.ibm.com/ru/events/lotusforum2010/prz/p/2_lf2010.pdf(slide+28))

**QUESTION: 45**

Which is NOT a recommended technique to deliver an effective sales presentation?

- A. Make it passionate, by being excited about the story you are telling.
- B. Make sure it is deeply and confusingly technical
- C. Personalize it, by putting yourself in the story.
- D. Make it as relevant as you can to the customer's situation.

**Answer: B**

**QUESTION: 46**

How much does Notes Traveler cost to a current Notes Domino customer?

- A. Free of charge to customers that are current on Notes and Domino
- B. \$29 per user to customers that are current on Notes and Domino
- C. \$29 per user per year to customers that are current on Notes and Domino
- D. \$79 per user to customers that are current on Notes and Domino

**Answer: A**

**Reference:**

[http://en.wikipedia.org/wiki/IBM\\_Lotus\\_Notes\\_Traveler](http://en.wikipedia.org/wiki/IBM_Lotus_Notes_Traveler)(Second paragraph, last sentence)

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